

Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 01391 101033Z

53

ACTION NEA-12

INFO OCT-01 ISO-00 EUR-25 CIAE-00 DODE-00 INR-10 NSAE-00

PA-04 RSC-01 USIA-15 PRS-01 SP-03 EB-11 OMB-01 IO-14

TRSE-00 EA-11 AID-20 SAM-01 DRC-01 /131 W

----- 028414

R 100945Z APR 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 9253

AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY TEHRAN

UNCLAS KUWAIT 1391

BEIRUT FOR LEFEAVER AND COMMATT

EO 11652: NA

TAGS: BEXP, KU

SUBJ: KUWAIT BESIEGED BY TRADE AND INVESTMENT MISSIONS

REF: KUWAIT 1223

SUMMARY: KUWAIT CONTINUES TO BE DELUGED WITH NUMEROUS TRADE AND INVESTMENT DELEGATIONS. MOST RECENT VISITORS WERE BELGIANS, FRENCH, FINNISH, JAPANESE, AND US. IT QUESTIONABLE HOW LONG KUWAITI BUSINESS COMMUNITY AND GOK OFFICIALS ABLE TO MAINTAIN THIS PACE BEFORE MODIFYING TRADITIONAL BEHAVIOR OF EASY ACCESSIBILITY TO GUESTS. ALREADY SIGNS APPEARING THAT ENTHUSIASM FOR US TRADE PROMOTION ACTIVITIES SOMEWHAT DIMINISHED SINCE INITIAL PROGRAMS INAUGURATED IN THIS AREA. EMBASSY BELIEVES OUR PROMOTIONAL ACTIVITIES SHOULD STRIVE FOR IMPROVED QUALITY RATHER THAN QUANTITY. END SUMMARY

1. IN ADDITION TO NUMEROUS VISITS TO KUWAIT BY FOREIGN HEADS OF STATES AND OTHER DIGNITARIES, KUWAIT IS SUFFERING FROM A DELUGE OF ORGANIZED TRADE PROMOTION ACTIVITIES THIS SPRING WHICH
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 KUWAIT 01391 101033Z

IS SORELY STRAINING THE CAPACITIES OF THE LOCAL CHAMBER OF COMMERCE

AND TOP ECHELONS OF SELECTED GOK MINISTRIES. SINCE MID-MARCH KUWAIT HAS HOSTED A 60 MEMBER BELGIUM DELEGATION OF INDUSTRIALISTS AND BUSINESSMEN (REFTEL), A 22 MEMBER FRENCH TRADE GROUP, A 20 MEMBER GROUP OF FINNISH BUSINESSMEN, AND OUR OWN 12 MEMBER WATER RESOURCES TRADE MISSION. CURRENTLY A JAPANESE GROUP IS CONDUCTING, YET, ANOTHER INVESTMENT SEMINAR AT THE SHERATON, AND THE AUSTRALIANS HAVE RENTED A 120 ROOMS AT THE HILTON NEXT WEEK FOR A RELATIVELY LARGE TRADE EXHIBITION. COMMOFF WAS ALSO TOLD BY HILTON SALES MANAGER THAT TWO JAPANESE TRADE DELEGATIONS HAVE RENTED ROOMS AT THE HOTEL IN MAY AT APPROXIMATELY THE SAME TIME WE WILL HOST A COMMUNICATIONS TRADE MISSION. SINCE WE HAVE MADE NO SPECIAL ATTEMPT TO KEEP ABREAST OF THE VISITS OF SUCH DELEGATIONS, IT CAN BE ASSUMED MANY OTHER PROMOTIONAL ACTIVITIES WILL OCCUR BEFORE THE ANNUAL SUMMER EXODUS FROM KUWAIT. CHAMBER OF COMMERCE SOURCE TOLD EMBOFF THAT TOTAL OF 10 TRADE MISSIONS (NOT COUNTING US OR AUSTRALIAN) WERE SCHEDULED FOR TWO WEEK PERIOD.

2. ONE CAN ONLY WONDER HOW LONG KUWAITI BUSINESSMEN, BANKERS, AND BUREAUCRATS ARE GOING TO BE ABLE TO MAINTAIN THIS HECTIC PACE BEFORE CHANGING THEIR TRADITIONAL HOSPITALITY AND ACCESSIBILITY TO VISITORS WISHING TO SEE THEM. IN PUTTING TOGETHER OUR LAST TWO TRADE MISSIONS, EMBASSY PERSONNEL NOTED A CERTAIN HESITANCY ON THE PART OF SOME GOK OFFICIALS TO MAKE THEMSELVES AVAILABLE FOR INDIVIDUAL APPOINTMENTS ALTHOUGH ALMOST ALL FINALLY CONSENTED TO DO SO. MOREOVER, MANY LOCAL BUSINESSMEN TALKED OF HAVING MORE BUSINESS NOW THAN THEY COULD HANDLE AND COMPLAINED THAT MANY US TRADE MISSION MEMBERS DO NOT FOLLOW UP ON CONTACTS MADE NOR EVEN ANSWER THEIR MAIL.

3. COMMENT: GIVEN THESE CIRCUMSTANCES, EMBASSY STRONGLY BELIEVES IT MORE IMPORTANT THAN EVER FOR MISSION THEMES AND MEMBERS TO BE CHOSEN WITH THE UTMOST CARE IF SUCH PROMOTIONAL ACTIVITY IS NOT TO BE OF MARGINAL USE OR EVEN BECOME COUNTER-PRODUCTIVE BY CREATING A NEGATIVE PUBLIC RELATIONS EFFECT. THIS IS IN NO WAY INTENDED AS CRITICISM OF THE LAST TWO TRADE MISSIONS TO VISIT HERE (EDUCATION AND WATER RESOURCES) WHICH CONDUCTED THEMSELVES ADMIRABLY AND SEEMED TO LOCATE A GREAT DEAL OF POTENTIAL BUSINESS; RATHER, IT IS MEANT AS A REMINDER THAT ORGANIZED PROMOTIONAL ACTIVITY HAS LOST ITS NOVELTY OF SEVERAL YEARS AGO AND THAT WE

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 KUWAIT 01391 101033Z

NEED TO CONTINUALLY STRENGTHEN THE QUALITY OF SUCH PROGRAMS RATHER THAN INCREASE THE QUANTITY.
MCCLELLAND

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974KUWAIT01391
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740082-0379
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740452/aaaabvhh.tel
Line Count: 110
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: KUWAIT 1223
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 14 MAY 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14 MAY 2002 by bryansd0>; APPROVED <19 DEC 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: KUWAIT BESIEGED BY TRADE AND INVESTMENT MISSIONS
TAGS: BEXP, KU
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005